



North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210
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MAY 2005

The *NC District Review* is available via e-mail or fax. To receive via e-mail, visit www.sba.gov and click on 'Other SBA Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at cecelia.rolls@sba.gov.

MOST ACTIVE LENDER RANKINGS FY 2005 YTD

October 1, 2004 – April 30, 2005

LENDERS

	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount Millions</u>
Large and National Banks				
1. Bank of America	224	3	227	\$8.0
2. Capital One Federal Savings	118	0	118	\$5.0
3. Wachovia Bank	52	1	53	\$14.4
4. First Citizens	25	15	40	\$8.5
5. BB&T	28	10	38	\$8.4
Community Express Lenders				
1. Innovative Bank	179	0	179	\$1.27
2. Business Loan Express*	26	0	26	\$ 0.61
Community Banks				
1. Surrey Bank & Trust Company	33	0	33	\$8.5
2. Southern Bank & Trust	8	2	10	\$1.5
2. The Fidelity Bank	6	3	9	\$1.6
4. Bank of Stanly	4	1	5	\$0.39
Small Business Lending Companies				
1. CIT Small Business Lending Corporation	33	1	34	\$18.2
2. Self-Help Credit Union	20	0	20	\$1.5
Certified Development Companies				
1. Self-Help Ventures Fund		22	22	\$8.4
2. Business Expansion Funding Corp.		16	16	\$4.8
3. Centralina Development Corporation		12	12	\$4.8

* Only SBA CommunityExpress loans in this total.

NC DISTRICT OFFICE UP 51% IN LOAN VOLUME in '05

SBA approved 51% more loans in North Carolina in during the first half of Fiscal Year 2005 than in FY 2004. In the first 6 months of FY 2005, **878 loans** were guaranteed for over \$125 million compared to 580 loans for \$107 million in 2004. SBA's fiscal year starts October 1.

"We're helping more North Carolina small businesses than ever before," said District Director Lee Cornelison. "We're on track to beat the record year we had in 2004."

POLICY CHANGES AND CLARIFICATIONS

SBA Information Notice 5000-954 Changes to SOP 50 51 2 and SOP 50 50 4 for 7(a) Loan Guaranty Purchase Reviews

SBA has announced a completely revised Chapter 13 and Appendix 17 in SOP 50 51 2 and a revision to Chapter 9 and Appendix 26 in SOP 50 50 4 concerning guaranty purchase reviews, denials of liability, and suits against participant lenders. These changes are intended to improve the quality, consistency and timeliness of guaranty purchase decisions.

SBA Information Notice 5000-955 SBA Loans Allowed to For-Profit Subsidiaries of Not-For-Profit Organizations, Including Faith-Based Organizations

This notice clarifies the eligibility of certain for-profit subsidiaries of not-for-profit organizations, including community and faith-based organizations, for financial assistance under SBA's 704, 504 and Microloan Programs.

To view the complete text of these and other notices, visit www.sba.gov/banking and click on NOTICES.

NEW SCORE OFFICE

Please inform your clients about our newest SCORE office located in Boone, NC. With the addition of this branch, SCORE can offer services to the mountain area of northwestern North Carolina. The office is in Boone located at the Appalachian Enterprise Center, 130 Poplar Grove Connector. Office Hours are Tuesdays & Thursdays, 10:00 – 3:00. Appointments can be made by calling 828-265-4185.

For a complete list of SCORE offices in North Carolina visit www.sba.gov/nc and click on Counseling & Training, or visit www.score.org.

SBA DEPUTY ADMINISTRATOR MELANIE SABELHAUS RESIGNS

Melanie Sabelhaus, Deputy Administrator of the U.S. Small Business Administration, has resigned from her position at the agency to return to the private sector, where she had been a successful entrepreneur, businesswoman, philanthropist and corporate officer for 25 years. Her resignation is effective June 15.

Sabelhaus, the founder of a property rental and management company in Baltimore and Washington, D.C., was sworn in as Deputy Administrator in April 2002. She is considering several options for the time after she leaves the SBA.

After a career as an executive at IBM, where she was one of the pioneers in the development of the IBM Product Center, Sabelhaus started Exclusive Interim Properties Ltd. in Baltimore in 1986. The company provided furnished rental properties for relocated executives and individuals on temporary assignment. At its peak, EIP had offices in Baltimore and Washington, D.C., and employed some 75 people. With 650 furnished units, the company generated \$10 million annually.

While at the SBA, Sabelhaus took a leading role in policy development and program management. She was named a recipient of the Artemis Award, presented by the European-American Women's Conference, and was named a member of Women's Leadership Board of the John F. Kennedy School of Government at Harvard University.

EACH FRIDAY FREE SBA ONLINE TRAINING

North Carolina District Office offers SBA Programs and Services Training every Friday. From 9 to 10 a.m. and again at 12:30 to 1:30 p.m., an SBA District employee will provide live training through "Ready Talk" software. Small business owners and your clients can call in and simultaneously sign into the website for a live PowerPoint presentation.

SBA programs covering loan guarantees, counseling, and government contracting will be highlighted. This can be a useful tool for you to refer to your start-up clients. It can also be a refresher course for you.

Go to SBA's North Carolina webpage www.sba.gov/nc under "What's New?" to register and for more information.

MONTHLY LENDER WORKSHOPS

The NC District Office will conduct **Lender Workshops** from 9:00 a.m. until 12:00 p.m. on the **second Wednesday of each month** at the **Charlotte, Raleigh, Wilmington and Asheville** offices. See below for upcoming dates.

The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. To register, call Celia Rolls at (704) 344-6810 for Charlotte, Ivan Hankins at (919) 851-1891 for the Raleigh Area, Mike Arriola at (828) 225-1844 for Asheville or Arline Brex at (910) 202-0494 for Wilmington.

Upcoming 2005 Dates

June 8
July 13
August 10

2005 SBA DAYS

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

Sponsor	Location	Day	Hours	Phone Number
Watauga JobLink Center	Boone	Second Thursday	10 a.m. - 3 p.m.	828-265-5385
Cary Chamber	Cary	Third Wednesday	10 a.m. - 2 p.m.	919-467-1016
SBA District Office	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Co. Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m. - 2 p.m.	336-510-1234
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m. - 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m. - 2 p.m.	828-328-6000
Mooresville Chamber	Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

NC DISTRICT OFFICE LENDER CONTACTS

David Dillworth	(704) 344-6578	david.dillworth@sba.gov
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Thomas Neal	(704) 344-6577	thomas.neal@sba.gov
Cecelia Rolls	(704) 344-6810	cecelia.rolls@sba.gov

ASHEVILLE & WESTERN NC

Mike Arriola	(828) 225-1844	michael.arriola@sba.gov
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RALEIGH/DURHAM & NORTHEASTERN NC

Ivan Hankins	(919) 851-1891	ivan.hankins@sba.gov
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WILMINGTON & SOUTHEASTERN NC

Arline Brex	(910) 202-0494	arline.brex@sba.gov
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SBA North Carolina District Loan Approvals October 1, 2004 – April 30, 2005

<u>Lender</u>	<u>Total 7(a)</u>	<u>Gross 7(a) \$ Amount</u>	<u>504 Part.</u>	<u>Gross 504 \$ Amount</u>
Bank of America	224	\$6,747,300	3	\$1,253,473
Innovative Bank	193	\$1,272,000		
Capital One Federal Savings	118	\$5,055,000		
Wachovia	52	\$13,016,700	1	\$1,404,000
Bank of Granite	34	\$4,213,200		
CIT	33	\$17,015,900	1	\$1,185,000
Surrey B & T	33	\$8,565,500		
BB&T	28	\$7,874,400	10	\$5,360,822
Business Loan Center	28	\$2,494,000	2	\$2,152,500
First Citizens	25	\$5,748,000	15	\$2,789,875
Self-Help Credit Union	20	\$1,592,000		
Wells Fargo	18	\$535,000		
Community West Bank	11	\$1,638,900		
Community South	10	\$8,082,000	1	\$1,510,000
Southern B & T	8	\$875,000	2	\$721,900
The Fidelity Bank	6	\$677,900	3	\$933,200
California Bank & Trust	5	\$1,243,000		
Bank of Stanly	4	\$236,000	1	\$158,500
Comerica	4	\$2,588,000		
First South Bank	4	\$528,150		
GE Capital	4	\$2,150,500	3	\$2,555,000
New Century Bank	4	\$1,624,000		
Newtek	4	\$352,266		
Stearns Bank	4	\$627,650		
Temecula Valley	4	\$5,796,900		
Carolina Bank	3	\$930,000		
Lexington State Bank	3	\$1,043,656	1	\$350,000
Sound Bank	3	\$102,500		
Coastal FCU	2	\$317,250		
Carolina First Bank	2	\$160,000		
Citizens Bank	2	\$3,133,000		
Coastal Federal	2	\$368,000		
First Charter	2	\$490,000	1	\$187,500
FNB Financial	2	\$335,000	1	\$189,750
Loan Depot	2	\$1,733,000		
Southern Community B & T	2	\$245,000		
SunTrust (formerly CCB)	2	\$890,000	1	\$227,500
The Heritage Bank	2	\$510,000		
United Midwest Savings	2	\$2,000,000		
Unizan	2	\$3,191,000		
The Heritage Bank	2	\$510,000		
American Express Centurion	1	\$25,000		
Bank of North GA	1	\$350,000		
Cabarrus Bank	1	\$150,000		
Capital Bank	1	\$1,000,000		
Cardinal State Bank	1	\$40,000	1	\$140,000

SBA North Carolina District Loan Approvals October 1, 2004 – April 30, 2005

(continued)

Catawba Valley Bank	1	\$30,000		
Business Carolina, Inc.	1	\$850,000		
First Gaston	1	\$ 237,254	1	\$ 517,000
First National Bank - SO	1	\$ 275,000		
First National Bank of AZ	1	\$ 228,000		
Gateway B & T	1	\$ 300,000		
Independence Bank	1	\$ 337,500		
Lehman Brothers	1	\$ 306,000		
Main Street Bank	1	\$ 1,166,000		
National Cooperative	1	\$ 175,000	1	\$ 736,053
New Century Bank Fayetteville	1	\$ 250,000		
Peoples Bank	1	\$ 264,000		
PNC Bank	1	\$ 164,400		
RBC Centura	1	\$ 400,000	1	\$ 1,200,000
Sterling South B & T	1	\$ 210,165		
Summit National Bank	1	\$ 750,000		
SunTrust	1	\$ 10,000		
The Bank of Asheville	1	\$ 41,000	1	\$ 67,500
Waccamaw	1	\$ 245,900	1	\$ 600,000
Citizens South Bank			1	\$ 245,000
First Trust			2	\$ 391,625
Mid Carolina Bank			1	\$ 1,189,000
First Bank			1	\$ 978,000
First Community			1	\$ 325,000
The Little Bank			1	\$ 446,550
Lumbee Bank			1	\$ 1,075,000
Mechanics & Farmers Bank			2	\$ 1,723,461
Regions Bank			2	\$ 2,097,700
Southern Community Bank			2	\$ 866,000
Zions			2	\$ 656,000
			69	
<u>Certified Dev. Corps.</u>				
Self Help Ventures Fund	22	\$ 8,480,000		
BEFCO	16	\$ 4,865,000		
Centralina Dev.	12	\$ 4,817,000		
Asheville-Buncombe Dev.	5	\$ 2,123,000		
Wilmington Indus. Dev.	5	\$ 1,709,000		
North-west Piedmont Dev.	4	\$ 1,899,000		
Neuse River Dev.	3	\$ 2,037,000		
Region D Dev.	1	\$ 181,000		
Region E Dev.	1	\$ 117,000		